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JOHN H. MCKIBBIN

ORIGINATOR AND GROWER OF

CHOICE GLADIOLI

BULBS AND CUT FLOWERS IN SEASON

Catalog Mailed Upon Request

Lone Eagle

Goshen, Indiana

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U. S. Department of Agriculture

1933 GREETINGS 1933

1932 seems to have benefitted none of us, but it made it possible for me to grow Gladioli Bulbs for less than at any time in 20 years. It made it very necessary, however, for me to sell them, as you will see.

I am using my 1932 catalog and saving my customers the price of a new one on the price of the bulbs.

In RETAIL lots of one or a dozen, just figure one-half off. Where they were 10c, make it 5c. I also give 25% off order in new varieties of my own selection and no extra charge.

In WHOLESALE lots figure 50% off on 100 lots. For the thousand rate, make it six times the price of a hundred instead of seven times as last year. For instance, 100 of "Albania" cost you \$2.50 last year; this year it is \$1.25 for 100 or \$7.50 for 1000.

Quality and certainty of selection have in no way suffered. Stock is guaranteed to be free from disease or thrip. Liberal count is always given.

TERMS are the same as last year, shown on back page of catalog, which please read carefully. Note the 5% off for cash on wholesale orders.

I hope to hear from you and will give your commands prompt and courteous attention.

Yours very truly,

John H. McKibbin.

